

Message Text

CONFIDENTIAL

PAGE 01 BOGOTA 04200 042240Z
ACTION ARA-14

INFO OCT-01 ISO-00 HA-05 SNM-05 NSCE-00 AGRE-00
CIAE-00 COME-00 EB-08 INR-10 LAB-04 NSAE-00 SP-02
STR-07 TRSE-00 FRB-03 OMB-01 L-03 SS-15 SSO-00
INRE-00 /078 W
-----021575 042245Z /61

O 042040Z MAY 78
FM AMEMBASSY BOGOTA
TO SECSTATE WASHDC IMMEDIATE 7809

C O N F I D E N T I A L BOGOTA 4200

FOR ARA DEPUTY ASSISTANT SECRETARIES ARRELLANO AND BUSHNELL,
HA ASSISTANT SECRETARY DERIAN, S/NM MATHEA FALCO, WHITE
HOUSE PETER BOURNE

E.O. 11652: GDS
TAGS: ETRD, EIND, EPAP, SHUM, CO, US
SUBJ: TEXTILE INDUSTRY AND NEGOTIATIONS: UPCOMING BILATERAL
NEGOTIATIONS WITH COLOMBIA

REF: BOGOTA 3940

1. ANTONIO URDINOLA (INCOMEX DIRECTOR) AND TWO OF HIS SENIOR
ASSISTANTS CALLED ON ME LATE AFTERNOON OF MAY 3, AT THE
SUGGESTION OF FOREIGN MINISTER LIEVANO, TO DISCUSS PROSPECTS
FOR EQUITABLE AND SUCCESSFUL NEGOTIATIONS OF BILATERAL
TEXTILE AGREEMENT NEXT WEEK. COLOMBIANS EXPRESSED WILLING-
NESS TO ACCEPT SUBSTANTIAL REDUCTION IN TOTAL TEXTILE EXPORTS
PERMITTED UNDER AGREEMENT IN RETURN FOR A) HIGHER QUOTAS
ON INDIVIDUAL CATEGORIES OF GREATEST INTEREST TO COLOMBIA,
B) GREATER FLEXIBILITY TO SHIFT UNUSED CAPACITY IN ONE
CATEGORY TO ANOTHER CATEGORY, AND/OR C) AGREEMENT TO PERMIT
CONSULTATION ON ALL CATEGORIES OF INTEREST TO COLOMBIA.

2. ACCORDING TO URDINOLA, IN 1976 COLOMBIA EXPORTED \$32.5
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 BOGOTA 04200 042240Z

MILLION IN TEXTILES TO THE UNITED STATES, WHILE IN 1977 THIS
FIGURE DROPPED TO \$28 MILLION. MUCH OF THE DECREASE, HE SAID,
CAN BE ATTRIBUTED TO THE AGREEMENT'S BUILT-IN RIGIDITY
WHICH PRECLUDES MUCH IN THE WAY OF SHIFTING CAPACITY FROM
ONE CATEGORY TO ANOTHER, THUS HAMPERING THE EXPORTING COUNTRY
IN ITS EFFORTS TO MEET CHANGING DEMANDS. THE BASIC COLOMBIAN
OBJECTIVE, URDINOLA STATED, IS TO BE ABLE TO MAINTAIN THE

1976 LEVEL OF EXPORTS IN REAL TERMS THROUGHOUT THE LIFE OF A NEW AGREEMENT. URDINOLA CONTINUED BY NOTING THAT IN 1976 COLOMBIA HAD SUPPLIED .28 PERCENT OF THE SYNTHETIC PRODUCTS IMPORTED BY THE U.S., 2.3 PERCENT OF THE COTTON PRODUCTS AND 1.4 PERCENT OF THE WOOL PRODUCTS, BUT THAT IN 1977 COLOMBIA'S SHARE OF THE MARKET HAD DROPPED IN ALL THREE CATEGORIES.

3. RETURNING TO THE ALTERNATIVES SET FORTH IN PARA. 1), URDINOLA STATED THAT A COMBINATION OF A AND B WOULD BE MOST SATISFACTORY FROM THE COLOMBIAN VIEW POINT. WHEN PRESSED, HOWEVER, HE SAID THAT THE MOST POLITICALLY ACCEPTABLE FOR THE UNITED STATES MIGHT BE ALTERNATIVE C, AGREEING TO PERMIT CONSULTATION ON ALL CATEGORIES OF INTEREST TO COLOMBIA. WHILE HE ALLOWED THAT THIS WOULD PLACE THE DECISION ENTIRELY IN THE HANDS OF THE UNITED STATES (IN CONTRAST TO SUBSTANTIAL INCREASES OR GREATER FLEXIBILITY WHICH WOULD PROVIDE COLOMBIA CERTAIN RIGHTS FROM THE OUTSET), HE FELT THAT THE CONSULTATION APPROACH WOULD BE A GOOD FORMULA TO AVOID SETTING HARD AND FAST LEVELS AND WOULD, IN A SENSE, POSTPONE THE WAR OR CONVERT IT INTO A SERIES OF MINI-BATTLES WHICH WOULD BE LESS DAMAGING TO EITHER SIDE AND EASIER TO HANDLE.

4. WHILE IT IS DIFFICULT TO PLACE A DOLLAR VALUE ON THE COLOMBIAN OBJECTIVES, IT APPEARS TO ME THAT WE ARE NOT TALKING ABOUT VERY MUCH IN RELATION TO TOTAL U.S. TEXTILE IMPORTS, CONFIDENTIAL

CONFIDENTIAL

PAGE 03 BOGOTA 04200 042240Z

AND CERTAINLY NOT VERY MUCH IN TERMS OF THE OVERALL U.S. MARKET FOR TEXTILES. I AM NOT IN A POSITION TO DETERMINE THE DEGREE TO WHICH THE ALTERNATIVES OUTLINED IN PARA. 1) ARE ACCEPTABLE TO THE U.S., BUT I WOULD HOPE THAT OUR NEGOTIATORS WOULD ARRIVE WITH INSTRUCTIONS TO BE REASONABLY LIBERAL ON CATEGORY INCREASES AND FLEXIBILITY, WITH THE CONSULTATION APPROACH HELD IN RESERVE AS AN ADDED TOOL TO BE USED IF NECESSARY.

5. THE INVOLVEMENT OF THE FOREIGN MINISTER INDICATES THE IMPORTANCE COLOMBIA ATTACHES TO THESE NEGOTIATIONS AND THEIR POTENTIAL IMPACT ON OUR RELATIONS. THE EUPHORIA GENERATED BY THE RECENT HUGE MARIJUANA BUST IS SUBSTANTIAL, BUT CAN BE ERODED QUICKLY BY A LACK OF UNDERSTANDING ON OTHER ISSUES. THE TEXTILE NEGOTIATIONS GIVE US AN OPPORTUNITY TO REWARD EFFECTIVE COOPERATION AND POLICIES IN OTHER AREAS AND ALSO SERVE AS AN INCENTIVE FOR CONTINUING ACTION ALONG THESE LINES. ASENSIO

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TEXTILE INDUSTRY, PLANNING MEETINGS, NEGOTIATIONS, TRADE AGREEMENTS
Control Number: n/a
Copy: SINGLE
Draft Date: 04 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BOGOTA04200
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780191-0423
Format: TEL
From: BOGOTA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780595/aaaadcnx.tel
Line Count: 112
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 93f198a4-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 78 BOGOTA 3940
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 14 jul 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2797001
Secure: OPEN
Status: NATIVE
Subject: TEXTILE INDUSTRY AND NEGOTIATIONS: UPCOMING BILATERAL NEGOTIATIONS WITH COLOMBIA
TAGS: ETRD, EIND, EPAP, SHUM, CO, US
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/93f198a4-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014